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ABSTRACT

Designed to help industrial development teams be prepared to promptly and accurately answer any questions industrial prospects might have, this publication provides a listing of 441 questions which industrial prospects might ask. The questions are grouped into 16 categories: community government (27), local services (18), population (18), community housing (11), medical facilities (16), religious facilities (3), accommodations (4), cultural and recreational facilities (6), postal service (3), news media (8), local industries (6), utilities (31), financial services (11), education (48), available labor (61), and transportation (170). The categories of utilities, financial services, education, and transportation are further subdivided into the following categories: electric service (5), gas service (6), telephone service (5), water service (10), sanitary sewer service (5), banking services (7), local investors (4), elementary and secondary education (20), vocational training and trade schools (8), higher education (13), other educational services and training (7), rail (31), truck (29), inland waterways (31), deep water (29), air (30), and pipelines (15). Questions cover such concepts as the type and frequency of postal service, form of local government, area's population, telephone charges, number of schools, potential labor force, methods of transportation serving supplier and market areas, and housing availability. (NQA)

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QUESTIONS Industrial Prospects Most Often Ask About A Rural Community

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"EDUCATION IS OUR BUSINESS"

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QUESTIONS INDUSTRIAL PROSPECTS MOST OFTEN ASK ABOUT A RURAL COMMUNITY

The importance of industrial development in rural Alabama communities should not be underestimated. Of the approximately 6,976 firms engaged in mining and manufacturing in 1980, over 50 percent were located in towns having less than 10,000 population. Thirty-five percent were located in communities having a population of less than 2,500. In the ten-year period from 1970 to 1980, 324 of the 1,150 firms that located in Alabama located in towns of less than 2,500 people.

As these figures show, industry is moving into the rural South. And there is reason to believe that industry will continue to move into the rural South in increasing numbers in the years ahead. The community leaders who organize and plan now will undoubtedly have an advantage in convincing some of these firms to locate in their communities.

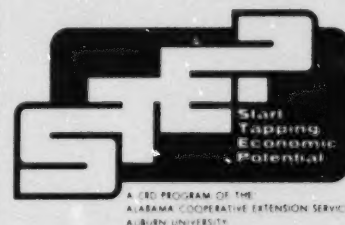
When a community is preparing for industrial development, one of the first items community leaders and Industrial Development Board (or team) members want to know is "What questions will an industrial prospect want answered when he comes to town?" This publication is designed to help you be prepared to promptly and accurately answer such questions.

Industrial prospects are first introduced to a community in several ways. In many instances they come through the Alabama Development Office, or the industrial development department of a major public utility or railroad serving the area. The prospect will contact an industrial development representative of one of these agencies, giving the specifications required for location of the proposed operation. The industrial development representative will select several towns within his trade area that may meet the criteria, and from this list he will then select those towns that he knows will make a good impression and effectively sell their communities to the prospect.

The industrial development representative is evaluated by his organization on his effectiveness in landing prospects in his trade area or in the state of Alabama, whichever the case may be. Therefore, his main objective is to convince the prospect to locate somewhere in the state or in his trade area rather than in a neighboring one. The fact that the prospect chooses one section of Alabama over another is irrelevant to him. The industrial development representative is not likely to take a prospect to a community that is ill-prepared or that may otherwise embarrass him.

Generally speaking, when an industrial development representative brings a prospect to town the local industrial development team will have only about two hours to show the prospect the community facilities and services available to him and to answer pertinent questions. The industrial development team must be well prepared to answer all questions promptly and accurately. Generally, the prospect will visit at least two other towns in the state that day and include stops in several other Southeastern states during his tour. Therefore, your community is not only competing with other communities in Alabama but also with others out of the state.

For your community to make a good first impression on the prospect, your team must be well prepared to put the community's best foot forward. This publication will help your industrial development team do just that, so that your community will be one of those that the prospect will select for a second and more comprehensive look.



V. WILSON LEE, Economist—
Community Resource Development

I. COMMUNITY GOVERNMENT

1. What is the form of local government?
2. Is a change in form of government pending? Proposed?
3. If so, what are the primary reasons?
4. What is the community's current annual operating budget? Last year's?
Previous years?
5. How much is received in annual tax revenue?
6. What are the sources of tax revenue?
7. What is the annual tax revenue per capita?
8. What is the community's bonded indebtedness on a per-capita basis?
9. What is the assessment policy for realty and other taxes?
10. What are the local, county, and state tax rates?
11. Have these taxes increased or decreased in the last year? In the last 5 years?
In the last 10 years?
12. Are tax increases or decreases planned? Anticipated?
13. Are there state or local sales or use taxes in effect? Proposed?
14. What are the rates and how are/will these taxes (be) assessed?
15. Is there a personal property or inventory tax in effect? Proposed?
16. What are the rates and how are/will these taxes (be) assessed?
17. In the event the community must borrow money, what is its credit rating?
18. Is there a plan for city, county, or regional development in effect? Proposed?
19. Does the community have a planning commission?
20. Is a zoning ordinance in effect?
21. If so, does it cover all the land within the community? If not, what percentage of land is covered?
22. Is there a building code in effect?
23. If so, does it permit the type of building contemplated?
24. If it does not permit such building(s), are variances obtainable?
25. Are there any restrictive covenants regarding construction that would materially affect the type of building planned?
26. What is the state or local legislation or regulations pertaining to industrial:
 - a. safety inspections?
 - b. fire inspections?
 - c. health inspections?
 - d. water pollution?
 - e. air pollution?
 - f. water usage?
 - g. other?
27. What special incentives is local government offering to industry?

II. LOCAL SERVICES

1. How is your community's fire protection system rated by fire insurance underwriters?
2. What is the per-capita expenditure for fire protection?
3. What is the distance of the nearest fire-fighting equipment from proposed plant site?
4. What effect does this distance have on fire insurance rates?
5. Does the fire department have paid or volunteer firemen?
6. Is local fire protection adequate to eliminate the need for company fire-fighting equipment?
7. What is the size of the community's police department?
8. Is it augmented by county or state police units?
9. What patrol services does the police department provide for industry?
10. What is the per-capita expenditure for police protection?
11. What is the area's crime rate?
12. Are street lighting facilities in business and residential areas adequate?
13. What types of crime are most numerous?
14. Is an upward or downward trend evident in crime rate?
15. Does the community provide refuse removal service to industry?
16. Will the community service be adequate to the proposed plant's needs?
17. If not, is private refuse collection service available?
18. If private service is necessary, what is the approximate cost?

III. POPULATION

1. What is the area's population?
2. What is the demographic profile of the area:
 - a. by sex?
 - b. by age groups?
 - c. by educational levels?
 - d. by income levels?
 - e. by type of employment?
3. What is the demonstrated and projected population trend?
4. If the population trend is constant or down, what is the cause?
5. If the trend is down, will new industry and job opportunities tend to start an upward trend?
6. What is the ratio of farm-to-urban migration?
7. How does the ratio compare with the national average?
8. What is the level and trend of per capita income?
9. What is the level and trend of family income?
10. What is the trend of consumer buying power?
11. What is the trend of retail sales?

Questions

Answers

12. What is the ratio of private debt to total income?
13. How does this compare with state and national averages?
14. What is the ratio of home ownership?
15. How does this compare with state and national averages?
16. What is the ratio of automobile ownership?
17. How does this compare with the national average?
18. Does the area have a tradition of thrift? Self-reliance? Community pride? Community action?

IV. COMMUNITY HOUSING

1. How many new houses were built in the last five years? In the last year?
2. What is the present average price of new houses?
3. What is the "mix" between single and multi-family housing, private and public?
4. What new public and/or private residential construction is under way or specifically planned?
5. What is the vacancy rate for existing public housing? For private housing?
6. Is adequate public and/or private sale or rental housing available for the proposed firm's needs?
7. What is the average rent for single-family units?
8. What is the average rent per room for public apartment units? For private units?
9. Are residential building sites available?
10. In general, are residential neighborhoods well kept?
11. Is the area climate subject to excessive periods of heat, cold, dry, or wet? Would climate be an asset in recruiting technical and managerial personnel?

V. MEDICAL FACILITIES

1. What is the ratio per thousand of doctors? Dentists? Hospital beds?
2. How do these compare with state and national ratios?
3. Are hospital facilities available within 30 minutes drive?
4. If so, how many beds are available?
5. If not, are additional hospital facilities planned? Proposed?
6. How many admissions are recorded each year?
7. Are hospital staffs sufficient and competent?
8. If not, are efforts being made to improve performance levels?
9. What is the general level of medical competence in the area?
10. Are medical laboratory facilities available in the area? Under construction? Planned? Proposed?
11. Are dental laboratory facilities available in the area? Under construction? Planned? Proposed?

12. Is ambulance service readily available? Planned? Proposed?
13. Is there an organization to provide emergency medical service?
14. If not, is such an organization planned? Proposed?
15. What is the average daily room charge for hospitals?
16. How does this compare with state and national averages?

VI. RELIGIOUS FACILITIES

1. How many churches are in the area?
2. How many religious denominations are represented? (Specify)
3. What is the total church membership in the area?

VII. ACCOMMODATIONS

1. How many hotel and motel rooms are available in the area? Are additional facilities under construction? Planned? Proposed?
2. How many first-class restaurants are available in the area? How many chain fast-food restaurants? Are additional restaurants under construction? Planned? Proposed?
3. If the conduct of business will require group meetings, are there facilities of adequate size in the area? (Specify)
4. If not, are expanded facilities under construction? Planned? Proposed?

VIII. CULTURAL AND RECREATIONAL FACILITIES

1. What major civic and fraternal organizations have chapters in the area?
2. What national professional organizations have local chapters?
3. How many libraries does the area support? How many volumes do they house?
4. Do the libraries subscribe to technical periodicals and reports? If not, would libraries be willing to add such material for industry use?
5. Does the area have such recreational facilities as:
 - a. swimming pools?
 - b. golf courses?
 - c. professional sports?
 - d. spas or physical fitness centers?
 - e. theatres?
 - f. concerts?
 - g. museums?
 - h. historic sites?
 - i. parks?
 - j. camping?
6. What additional facilities are planned or proposed?

IX. POSTAL SERVICE

1. What is the type and frequency of postal service?
2. Will it meet the proposed plant's needs?
3. If not, is expansion planned? Proposed?

X. NEWS MEDIA

1. How many daily newspapers are circulated in the area?
2. What is the combined daily circulation of the newspapers?
3. What is the quality of local news coverage?
4. How many commercial TV stations are received in the area? Educational stations? CATV channels?
5. Do they cover local news?
6. How many AM radio stations are received in the area? How many FM stations?
7. Do they carry local news?
8. Are additional news media outlets planned? Under construction?

XI. LOCAL INDUSTRIES

1. Do business leaders and public officials cooperate for the good of the community?
2. Are the supplies and services which the proposed plant will need to purchase locally readily available from competent firms?
3. What other kinds of industry are in the area? What kind and how many workers do they employ?
4. Are adjacent or nearby plants engaged in work which would be onerous or hazardous to the proposed plants?
5. Do adjacent and nearby plants observe rules governing air and water pollution and sewage disposal?
6. Is residential construction permitted in business or industrial zones?

XII. UTILITIES

A. Electric Service

1. Is electric power available to the proposed site? If not, what plan does the electric company have to expand capacity or extend service?
2. Are there any seasonal or other restrictions on the use of electricity?
3. What are the rates for electric service?
4. Has the electric company's past performance demonstrated its willingness to keep capacity ahead of demand for electric power?
5. Is the electric system investor owned? Government owned? Cooperatively owned?

B. Gas Service

1. Is there a suitable main available to deliver an adequate gas supply to the plant site? If not, what plan does the gas utility have for expanding capacity or extending service?
2. Has the gas company's past performance demonstrated its willingness to keep capacity ahead of demand?
3. What are the rates for gas?
4. What is the BTU rating?
5. Are there any special regulations or restrictions on the use of gas?
6. Is the gas utility investor owned? Government owned? Cooperatively owned?

C. Telephone Service

1. Are telephone facilities at proposed site capable of filling needs? If not, what plan does the telephone utility have for expanding capacity or extending service?
2. Is the area served by more than one telephone company?
3. If service is provided by more than one company, are their systems interconnected to provide efficient service locally and nationally?
4. If more than one telephone company serves the area, do they have reciprocal service arrangements so that the subscriber is not penalized when calling from one system to another?
5. What are the telephone charges and rates for the service?

D. Water Service

1. Is the water supply to the proposed site adequate to meet needs?
2. If not, what plan does the water utility have to expand capacity or extend service?
3. Is raw water for industry drawn from wells? River? Lake?
4. What is the source of filtered water?
5. What is the analysis of filtered water? Of raw water?
6. Are there specific, funded plans for expansion of the water supply?
7. Are there any special or seasonal restrictions on water usage?
8. What are the rates for industrial water?
9. Will the water's chemical content require that it be treated for planned industrial use?
10. Is the water supply fluoridated?

E. Sanitary Sewer Service

1. Is the sanitary sewer system adequate to meet the needs of the proposed plant?
2. If not, is expansion of the system pending? Proposed?
3. What charges are imposed for use of the sewer system?
4. What regulations govern waste acceptable to the sewage system?
5. What regulations are in effect regarding disposal of industrial waste?

XIII. FINANCIAL SERVICES

A. Banking Services

1. How many banks and savings and loan associations are located in the area?
2. What are the assets of leading financial institutions?
3. Have financial institutions demonstrated an interest in assisting new industries?
4. What are the financial institutions' policies on cost and length of mortgage loans?
5. How much money is available for this purpose?
6. Are financing costs in the area in line with the national average?
7. What percentage of cost can be financed for industrial buildings? For machinery and equipment?

B. Local Investors

1. Will local investors erect industrial buildings for new industry?
2. Are local groups interested in purchase-lease-back arrangements?
3. Are suitable vacant buildings available for the proposed plant?
4. Are other federal, state and local sources of financing available for industrial development?

XIV. EDUCATION

A. Elementary and Secondary Education

1. How many elementary schools are in the area?
2. How many high schools are in the area?
3. What is the pupil-teacher ratio?
4. Can these schools accommodate more pupils?
5. What is the instructional expenditure per pupil compared to the state and national average?
6. Is the school system fully accredited?
7. What, in general, is the condition of the school facilities?
8. What is the total number of students enrolled in the school system?
9. Is the school system equipped to use modern visual and audio teaching aids?
10. What curricula are offered at the high school level?
11. How does the state department of education rate the school system in terms of adequacy of education for all students?
12. What is the drop-out rate in the school system, compared with state and national averages?
13. If the drop-out rate is above average, are specific plans under way to correct it?
14. What is the rate of acceptance of the school system's graduates (male and female) who apply for college entrance, compared with state and national averages?

15. If the acceptance rate is below average, are specific plans under way to correct it?
16. What is the total number of students (male and female) graduated each year?
17. How many of these students (male and female) enter the area labor pool?
18. Is tuition charged students attending public schools? Parochial schools? Private schools?
19. Are schools equipped to provide education and training for mentally retarded and physically handicapped children?
20. Are there other community facilities, such as museums and art galleries, which are used in the educational program?

B. Vocational Training and Trade Schools

1. Do schools have vocational training facilities?
2. What programs are available in vocational training?
3. Are vocational training facilities able to handle all students who wish to attend?
4. How many students graduate from vocational training programs each year?
5. How many enter the local labor pool?
6. Will the skills acquired meet the needs of the proposed plant to any degree?
7. If not, can these skills be included in local training programs?
8. Can curriculum be adjusted to meet needs of industry?

C. Higher Education

1. How many accredited, degree-granting educational institutions are in or near the area?
2. What degrees do they offer?
3. How far are these institutions from the proposed site?
4. Will these schools provide graduates with the training required by industry?
5. If not, is expansion planned?
6. If university research facilities will be necessary, are they available within one hour's travel?
7. If not, are such facilities planned?
8. If a technical library will be necessary, is one conveniently available?
9. If not, are such facilities planned?
10. If scientific and engineering personnel will be included in manning the proposed plant, will available educational facilities attract and aid them?
11. If not, are additional facilities planned?
12. Are accredited, degree-granting evening courses available in the area?
13. If no, are such courses planned?

D. Other Educational Services and Training

1. Are non-credit, evening, adult education programs conducted in public schools? Higher educational institutions? Other work?
2. If industry requires psychological testing service and analysis, is this service available?
3. If not, are such facilities planned?
4. Do state or local educational authorities provide training to upgrade worker skills?
5. If not, is such training planned?
6. Does the area have educational facilities for:
 - a. nurse's training?
 - b. secretarial training?
 - c. business training?
 - d. draftsman training?
 - e. other? (specify)
7. If not, are such facilities planned?

XV. AVAILABLE LABOR

1. What is the total population (male and female) in the area or county of the proposed site?
2. What is the median age of the population (male and female)?
3. What percentage of the population owns own home? Rents?
4. Has the area shown an increase or decrease in population over the last 5 years? Over the last 10 years?
5. Has the area shown marked demographic changes over the last 5 years? Over the last 10 years?
6. Do these changes show any distinct trend in size or character of the population?
7. What is the probable total labor force (male and female) available in the area?
8. How can the labor force be recruited?
 - a. mass media advertising?
 - b. professional, business publication advertising?
 - c. employment agencies?
 - d. campus recruitment?
 - e. state or federal employment services?
9. What percentage of the potential labor force falls in the following age groups: 16-24, 25-34, 35-44, 45-54, and over?
10. What percentage of potential labor force (by sex) is:
 - a. unskilled?
 - b. semi-skilled?
 - c. skilled?

Questions

Answers

- d. technical?
- e. clerical?
- 11. What percentage of the potential labor force (by sex) is:
 - a. seasonal?
 - b. temporary?
 - c. part-time?
 - d. unemployed?
- 12. What is the density of population at distances of: a. 1 mile? b. 5 miles? c. 10 miles? d. 20 miles? e. 30 miles?
- 13. Have these areas shown a density change?
- 14. Has the density change, if any, been marked by substantial demographic changes?
- 15. What is the maximum feasible commuting distance to proposed plant site?
- 16. What percentage of potential labor force would be expected to travel by auto?
- 17. Are parking facilities adequate?
- 18. If not, can parking facilities be expanded?
- 19. Are interstate and state highways and access roads adequate to handle anticipated traffic?
- 20. If not, are additional routes or lanes under construction? Planned?
- 21. When will adequate arteries be completed?
- 22. What is the median educational level of potential labor force (by sex) at age levels 16-24, 25-34, 35-44, 45-54, and 55 and above?
- 23. What is the median educational level of unskilled? Semi-skilled? Skilled? Technical? Clerical workers?
- 24. What percentage of potential labor force (by sex; age distribution; proximity to place of residence) has completed 16 or more years of schooling? 12 through 15 years? 8 through 11 years? 4 through 7 years?
- 25. What is the average work week for union and non-union members?
- 26. What is the average wage scale for union and non-union workers?
- 27. What is the local practice on wage payment methods (by skilled and unskilled; by union and non-union): Check? Cash? Weekly? Bi-weekly? Monthly?
- 28. What is the absenteeism rate (by sex; by skilled and unskilled; by union and non-union)?
- 29. What is the employee turnover rate for each group?
- 30. What is the unemployment rate in each group?
- 31. To what degree can any of these be considered "hard-core unemployed?"
- 32. What percentage of unemployed could be made employable if trained or retrained?
- 33. What facilities are available for training or retraining?
 - a. company programs?
 - b. vocational schools?

Questions

Answers

- c. adult education programs within school systems?
 - d. federal and/or state programs?
 - e. union?
 - f. other?
34. Are such facilities adequate for area needs?
35. If not, are additional facilities under construction? Planned? Anticipated?
36. What has been the experience of companies in the area regarding training and retraining in relation to the attitude of the community? Attitude of labor? Cost? Time required? Success of programs?
37. Aside from retraining, what facilities are available for continued training and education of employees?
- a. company programs?
 - b. vocational schools?
 - c. adult education programs within school systems?
 - d. college facilities?
 - e. federal and/or state programs?
 - f. professional societies?
 - g. other?
38. What special facilities are available for advanced education?
39. What are the curricula of advanced educational institutions in the area?
40. What are the costs of such education?
41. Is education paid for by student? By company? Partially by company? Federal, state or local aid? Other?
42. What is the history of labor relations in area?
43. What and how many labor disputes have occurred in the last year? In the last five years?
44. Were disputes conducted primarily with one employer? One industry? More than one industry?
45. How many man-days were lost due to such disputes?
46. Is there a discernible trend in labor relations evident from such disputes?
47. What are labor practices in area regarding vacations? Holidays? Cleanup time? Coffee breaks? Special events? Fair employment?
48. What is labor record in area concerning accident rate? Acceptance of technological change?
49. What percentage of potential labor force is unionized?
50. What unions are located in area?
51. What unions practice industry-wide negotiations?
52. Is local union leadership responsible?
53. Is there a local or area union council?
54. What legislation is in effect or contemplated regarding mass picketing? Compulsory arbitration? Right to work? Anti-trust? Fair employment?

55. What federal, state, or local legislation is in effect or contemplated regarding strike restriction, e.g., strikes against "vital" business or industries?

56. What federal, state, or local minimum wage laws are in effect or contemplated?

57. What federal, state, or local sanitation, health or safety legislation is in effect or contemplated?

58. What federal, state, or local legislation is in effect or contemplated regarding garnisheing of wages and salaries?

59. What other federal, state, or local legislation regarding labor is in effect or contemplated?

60. What state or local taxes apply to labor: Income? Workmen's compensation? Payroll? Unemployment compensation?

61. What are the tax rates, and how are they assessed? Collected?

XVI. TRANSPORTATION

1. What methods of transportation serve supplier and market areas?

2. Do they operate in the area of the proposed site?

3. If not, is such transportation planned? Proposed?

4. Are alternate methods of transportation available?

5. If not, are they planned? Proposed?

A. Rail

1. Is rail service available at or near the proposed site? Main line? Feeder line?

2. How many trips a day?

3. Are there rail sidings at proposed site? Supplier locations? Customer locations?

4. Who owns the sidings at the proposed site?

5. Who is responsible for maintenance?

6. Are design and size of sidings adequate for present and anticipated needs?

7. Are special warehousing or storage facilities available: At supplier locations? At the proposed site? Enroute from supplier? Enroute to markets?

8. What special storage facilities are available: Heated? Refrigerated? Cryogenic? Elevators? Bulk storage bins? Tank farms? Other?

9. Does the railroad connect with other major lines serving major markets?

10. Does railroad have reciprocal switching privileges with other lines?

11. Is the line easily served by connecting lines?

12. Does rail transportation meet with other modes of transportation serving supplier and market areas?

13. What is the performance record of the railroad?

14. What is their record regarding freight claims?

15. Is railroad equipment adequate?

16. What are the age and condition of existing equipment?

Questions

Answers

17. If the railroad does not own special cars, are they available on lease? Sale? From whom?
18. Are unit trains available for bulk and commodity shipments?
19. What are the railroad's rates?
20. Are bulk or quantity rates offered, and can they be used to advantage?
21. Are shipment minimums imposed by the railroad?
22. Are special rates in effect for containerized shipments? Palletized? Special-car shipments?
23. Does the railroad allow mixed-car shipments at carload rates?
24. What demurrage rates are charged by the railroad?
25. Does the railroad provide for milling or fabrication in transit?
26. What special rates apply for in transit privileges?
27. Does the railroad provide truck pickup and delivery?
28. What special rates apply for portal-to-portal service?
29. Are piggy back (T-O-F-C) services provided? What plan is used?
30. What tariffs, regulations or restrictions apply to rail transportation?
31. What, if any, legislation or mergers are in effect? Pending? Proposed?

B. Truck

1. Are trucking services available at proposed site? How many common carriers? How many contract carriers? How many interstate lines? How many intrastate lines? How many special commodity carriers?
2. Is the site area served adequately by access roads?
3. Are additional access roads planned?
4. How far is proposed site from nearest state highway? Interstate highway?
5. Are additional highways planned?
6. Are highways toll or free?
7. Is traffic congestion a problem on access roads? On state highways? On interstate highways? In supplier areas? In market areas?
8. What are load limits on access roads? State highways? Interstate highways? Enroute to, and in area of, markets? Enroute from, and in area of, suppliers?
9. Are trailers in tandem allowed?
10. Do truckers connect with other lines serving markets? Suppliers?
11. Do truckers meet with other methods of transportation serving supplier and market areas?
12. Are adequate docking and materials handling facilities available at proposed site? Supplier locations? Market locations?
13. Are berth sizes adequate for types and sizes of vehicles needed at proposed site? At supplier locations? At market locations?
14. What are performance record of carriers?
15. What is their record regarding foreign claim settlements?

Questions

Answers

16. Is available equipment adequate for projected needs? What are the age and condition of equipment?
17. If trucking companies do not own special equipment, is it available on lease? Sale? From whom?
18. What are carriers' rates?
19. Are bulk or quantity rates offered, and can they be used to advantage?
20. Are shipment minimums imposed?
21. Are special rates in effect for containerized shipments? Palletized shipments? Special-equipment shipments?
22. What are the economics of LTL (less than truckload) vs TL shipments?
23. Do truckers allow mixed-trailer shipments at truckload rates?
24. What demurrage charges are imposed?
25. Do truckers provide, or allow, milling or fabrication in transit?
26. What special rates apply for in transit privileges?
27. Are piggy back services available? What plan is used?
28. What tariffs, regulations or restrictions apply to truckers in proposed site area? In market areas? In supplier areas?
29. What, if any, legislation or mergers affecting trucking are in effect? Pending? Proposed?

C. Inland Waterways

1. Is proposed site adjacent to inland waterway?
2. If not, is site so located as to allow use of water transportation in conjunction with other methods of transportation?
3. Is inland waterway network affected by weather?
4. Are docking facilities available? What are the age and condition?
5. Who owns the docking facilities?
6. Who is responsible for maintenance?
7. Are additional docking facilities under construction, planned, or proposed? How many berths? Size? Completion date?
8. What are the depth and width—at deepest and most shallow areas—of inland waterway? Channel? Ports?
9. How far is proposed site from nearest river confluence? Nearest harbor or deep sea port?
10. Are docking facilities adequate at these points?
11. Do other methods of transportation serve these docking areas: Rail? Truck? Air? Pipeline? Deep sea vessels?
12. Do suppliers and/or customers have adequate docking and materials handling facilities?
13. How many inland waterway operators serve proposed site area? Supplier locations? Market locations?

Questions

Answers

14. Do these operators coordinate with other methods of transportation: Rail? Truck? Air? Ocean-going vessels? Pipeline? Other?
15. What are the operators' performance records?
16. What are their records regarding freight claims?
17. How many vessels are owned by inland waterway operators? What are the age and condition?
18. What types of vessels are operated: Dry bulk? Liquid? Refrigerated? Heated? All-cargo? Cargo-passenger? Passenger? Other?
19. What navigational aids are employed by operators?
20. What communications and data processing equipment is employed?
21. What are the inland waterway operators' rates?
22. Are special rates in effect for quantity or bulk shipments? Containerized shipments? Palletized shipments?
23. Can less-than-load shipments be handled?
24. Can mixed-load shipments be handled at full load rates?
25. Are demurrage charges imposed?
26. Is milling or fabrication in transit possible?
27. Do special rates apply for in transit privileges?
28. Do waterway operators provide pickup and delivery to and from local inland sites?
29. What special rates apply for portal-to-portal service?
30. What tariffs, regulations, or restrictions apply to inland waterway transportation in the proposed site? In market areas? In supplier areas?
31. What, if any, legislation or mergers affecting inland waterways are in effect? Pending? Proposed?

D. Deep Water

1. Is proposed site adjacent to deep sea ports?
2. Is proposed site adjacent to inland waterway networks which service deep sea ports?
3. Must other methods of transportation be employed to move goods to and from ports: Rail? Truck? Barge? Air? Pipeline? Other?
4. Do such methods serve proposed plant site?
5. Are docking facilities available? What are the age and condition?
6. Who owns the docking facilities?
7. Who is responsible for maintenance?
8. What are the port and channel depth and width?
9. Is this adequate for the vessels required?
10. Are there additional docking facilities planned? How many berths? Size? Completion date?
11. Do suppliers and/or customers have adequate docking and materials handling equipment to receive ocean-going vessels and materials?

Questions

Answers

12. What types of vessels are available: Tankers? Bulk cargo? All-cargo? Cargo-passenger? Refrigerated? Other?
13. Can vessels be chartered? How many? What types? From what lines? Under what flags?
14. What is the safety record of each shipping company?
15. What are their records regarding freight claims?
16. What are performance records of carriers?
17. Do they have adequate materials handling equipment?
18. What navigational aids are employed by shippers?
19. What communications and data processing equipment is employed?
20. What are the shipping rates?
21. Are special rates in effect for quantity or bulk shipments?
22. Are special rates in effect for containerized, palletized or special equipment shipments?
23. Must the entire vessel be used by a given shipper?
24. Are milling and fabrication in transit possible?
25. What special rates apply for in transit privileges?
26. Do shippers provide pickup and delivery from port to site?
27. What special rates apply for this portal-to-portal service?
28. What international tariffs, regulations, or economic restrictions apply to ocean-going transportation in the different national and geographic areas served? In light of materials transported?
29. What other tariffs or economic restrictions apply?

E. Air

1. How far is proposed site from municipal or commercial air facilities?
2. How many airlines serve airport: International? National? Regional? Freight? Other?
3. What types of aircraft can airport handle: Jets? Piston? Executive planes? Military craft? Helicopter?
4. How many inbound and outbound flights, by type, are handled each day?
5. How many inbound and outbound flights, by function, are handled each day?
 - a. passenger: scheduled; non-scheduled
 - b. freight: scheduled; non-scheduled
6. Are landing fees charged for private craft?
7. Is present air facility capable of handling increased air traffic?
8. How many runways are available at air facilities? How paved? Length? Lighted? All-weather?
9. How many runways are under construction? Proposed?
10. How will the new runways be paved? Lighted? Instrumented?
11. How long will the new runways be?
12. Are area truck and rail access routes to the air facility adequate?
13. Do airlines serving the proposed site area also serve desired supplier and market areas by direct route? By inter-airline routes? By inter-modal routes?

Questions

Answers

14. Do airlines meet with other methods of transportation serving supplier and market areas?
15. What are the performance records of airlines serving the area?
16. What are the airlines' records regarding freight claims?
17. What are the number, age, and condition of flight equipment? Ground support equipment?
18. What special flight equipment is operated by airlines: Refrigerated service? Bulk cargo? Tankers? Other?
19. If airlines do not own special equipment, is it available? On lease? Sale? From whom?
21. What navigational equipment do airlines own or utilize? Radar? ILS (Instrument Landing System)? Other?
22. What are freight rates?
23. Are bulk or quantity rates offered?
24. Are shipment minimums imposed by airlines?
25. Are special dates in effect for containerized shipments? Palletized shipments? Special equipment shipments?
26. Do airlines provide pickup and delivery service?
27. If so, what special rates apply for this portal-to-portal service?
28. What tariffs, regulations, or restrictions apply to air transportation in the proposed site area? In the market areas? In supplier areas?
29. What local and port authority regulations apply to airlines?
30. What, if any, legislation affecting air transportation is in effect? Pending? Proposed?

F. Pipelines

1. Is proposed site served by an existing pipeline under network? Pipeline under construction? Proposed pipeline network?
2. What are the cfm and diameter of pipelines?
3. What are the age and condition of pipelines?
4. Is pipeline network affected by weather?
5. How far is pipeline from market areas? Supplier areas? Tank farms? Proposed site?
7. Who owns and maintains the main pipeline?
8. Are products received or shipped compatible with other products transported by pipeline?
9. If not, are additional lines planned? How many? Length? Diameter? Material of construction?
10. Do existing or proposed lines meet with other methods of bulk transportation or storage: Rail? Truck? Vessel? Tank farms?
11. What time periods are available for receipt of shipment?
12. What is the volume of material to be received or shipped by pipeline?
13. Does process tie in directly with pipeline?
14. Are special rates in effect for special materials? Special flow rates? Special hours of use?
15. What tariffs, regulations, or restrictions apply to pipeline transportation in the proposed site area? In supplier area? In market areas?